

## SYSTEM FOR FORECASTING COMMODITY SALES NUMBER

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### Abstract of **JP1259488**

**PURPOSE:** To exactly determine the number of packs which are needed to be produced until a certain time by calculating the forecasted sales number of the packs with using sales results data and a condition such as a correspondent date, weather at a present time point and the presence and absence of an event, etc., to give an influence to the sales number.

**CONSTITUTION:** A means to obtain the reference value of the sales number obtains the reference value of the sales number under the constant condition by increasing and decreasing the sales number, which is arbitrarily fluctuated according to the influence of the various condition such as the weather, etc., in correspondence to the condition. A means to calculates the forecasting value of the sales number decreases and increases this reference value with the sales condition data to correspond to the condition at the time of the forecasting. By these means, the forecasted sales number does not receive the influence due to the fluctuation of the results data of the sales number in the past. The forecasting value is calculates with considering the increase and decrease of the sales number according to the present sales condition. Thus, the sales number to be exact and optimum for the present condition can be calculated.

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